Department of Foreign Affairs and International Trade
Ministère des Affaires étrangères et du Commerce international
Canada

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Shedding light on SAD sufferers in Norway

October proved to be an exciting month for Alberta-based ***The Litebook Company*** *as it successfully launched its Litebook® in Scandinavia. The company's products use light therapy to assist those with Seasonal Affective Disorder (SAD), and can also benefit those with the winter blues as well as jet-lag sufferers. The company has sold its products in 29 countries, and can now add Norway to that list, thanks to its efforts and the support of the Canadian government.*

The Litebook® was developed by company CEO and President Larry Pederson, a lifelong SAD sufferer. "I had been frustrated with the status quo light box, which was effective, but so inconvenient that I often wouldn't use it, and then I would suffer," Pederson explained. He discovered a new technology from Japan, which is smaller, longer lasting and more effective in treating depression. He created a compact, portable delivery system, which he dubbed the Litebook®, which many find effective when used for only 15 to 20 minutes per day.

At the signing of The Litebook Company's first sale in Norway, from left: Shirley Wolff Serafini, Canada's Ambassador to Norway; Stein Ove Gordener, Valida AS; Erin Wilkinson, ITC Edmonton; Cecilia Kleven, Vitus Apotek; and Larry Pederson, The Litebook Company

continued on page 4 — **SAD sufferers in Norway**

New market research tools for exporters

Canadian exporters and international trade professionals now have access to the world's largest trade database, providing powerful new tools for facilitating strategic market research and trade development.

Developed by the International Trade Centre in Geneva, a United Nations agency, **TradeMap** is an on-line database of trade statistics that provides detailed export and import profiles and trends in a user-friendly format for more than 5,300 products in 200 countries and territories.

TradeMap can be used to analyse markets, select priority countries for export diversification, review the performance of competing countries and assess opportunities for product diversification by identifying existing and potential trade between countries.

continued on page 7 — **Market research tools**

Supplement
Canadian Trade
Review
(see insert)

2007-01794/

EDC export trends and tips

Open the door to new opportunities in the U.S.

Knowing your neighbour is the first step to taking advantage of exporting to the United States, by far the most popular export destination for Canadian small businesses.

After a rocky ride for the past couple of years, the U.S. economy is showing signs of recovery. Astute businesses armed with their entrepreneurial spirit and a well thought-out export strategy should consider initiating or expanding their export activity into the U.S.

To begin, develop or review your export plan identifying existing and potential buyers, target markets, and new competitive factors or forces—everything from pricing to insurance and after-sales service requirements.

The first rule of thumb is: Exporter beware. Many Canadian exporters have learned the hard way that in spite of its geographic proximity and linguistic and cultural similarities, the U.S. market, and selling into it, is not just like the domestic market.

One pitfall is the sheer size of the U.S. market. Exporters often find that bigger opportunities evolve out of smaller markets. Try focusing on a particular region—such as the West, Midwest, South or Northeast—by attending regional or specialized trade shows, where you can get closer to potential customers. You might also consider soliciting the services of sales agents with experience in the part of the market you're targeting.

Of course, a big attraction of the U.S. market is that it has 10 times Canada's population. But that could also mean getting an order 10 times bigger than you have ever delivered. Ensure you have the financial and production capacity in place to service the market you are after—or know how to get it on time—before you commit to "supersizing" your shipments.

American and Canadian laws can be significantly different, which can also cause difficulties. For example, you may need to be aware of U.S. federal and state tax liabilities or tariff classifications under NAFTA. Early advice from a knowledgeable lawyer, accountant or export consultant could save you money down the line.

To be competitive today, you often have to sell on credit. Your biggest risk in this case is not getting paid. U.S. bankruptcies have increased 20% year-over-year for the past two years, affecting companies in all industry sectors, including many marquee names. Be prudent and check your buyer's credit history prior to extending favourable payment terms. And remember, even a single loss can have a big impact on your business.

Insuring your hard-won sales (accounts receivable insurance) can be an important part of your exporting strategy. It can also help you get more working capital from your bank and enhance your competitiveness by allowing you to offer better payment terms to your buyers. A growing number of companies are recognizing this and using accounts receivable insurance to make them more confident and competitive in the U.S.

By doing some homework, setting realistic goals and using the right tools, there is good opportunity to grow your export business in the U.S.

For a free copy of Export Development Canada's (EDC) booklet *Doing Business with the United States: A guide for Canadian Exporters*, go to **www.edc.ca/USrisk.**

EDC helps Canadian businesses expand their sales internationally and ensures they get paid for them. A Crown corporation, EDC provides trade finance and credit insurance services for its Canadian clients, 90% of whom are small and medium-sized enterprises. **For more information**, contact EDC, tel.: **1 866 297-1255**, Web site: **www.edc.ca/smallbusiness.**

Export USA Calendar

For information about:
- trade missions to the U.S.
- seminars on the U.S. market

Visit the Export USA Calendar at: **www.dfait-maeci.gc.ca/can-am/export**.

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THE CANADIAN TRADE COMMISSIONER SERVICE

GLOBE Trade Fair and Conference

World marketplace for environmental innovation

www.globe2004.com

VANCOUVER — March 31-April 2, 2004 — **GLOBE 2004** is the eighth event in a series of trade fairs and conferences on the business of the environment. This event brings together business leaders, policy makers and solutions providers to discuss current trends and showcase technology solutions to the world's environmental problems.

Over 400 leading technology companies from around the world will present a wide range of environmental solutions including alternate energy sources, air quality management, fuel cell technologies, green building products and technologies, industrial and solid waste management, and recycling.

With representatives from over 70 countries expected to attend from Asia, Europe, Latin America, the Middle East and Africa, GLOBE 2004 provides an exceptional opportunity for export-ready Canadian companies in the environmental field looking to reach international markets.

The Globe 2004 Conference covers three major themes:

- **Corporate Sustainability**
  Information on the trends, systems and tools that are driving competitiveness to the next level under tough social, shareholder, consumer and accountability standards;
- **Energy and Climate Change**
  A comprehensive update on emerging priorities, creative solutions, and new technologies; and
- **Building Better Cities**
  Leading planners, architects, urban design specialists and municipal leaders share how they are incorporating sustainability principles in the design and construction of buildings, transportation systems, and energy and water systems.

The Export Café at Globe 2004

The Canadian Trade Commissioner Service is once again hosting an Export Café at GLOBE 2004. The Export Café provides Canadian exporters with access to over 50 Canadian trade commissioners stationed around the world. Companies looking to export for the first time or enter new markets will have the opportunity to meet trade commissioners in small group or one-on-one discussions to discuss international business opportunities.

For more information on the Export Café or to register, contact Suzanne Drisdelle, Trade Commissioner, DFAIT, tel.: **(613) 996-1758**, e-mail: **suzanne.drisdelle@dfait-maeci.gc.ca**.

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Biotech partnering event gets Canada noticed

Last November in Frankfurt, Germany, a Canadian delegation of biotech companies attended ***BioEurope 2003****—an international biotechnology, pharmaceutical and financial sector partnering event and conference. Canada's objective was to promote technology and venture financing partnerships between Canadian and German biotech companies, strengthen the bilateral science and technology relationship, and brand Canada's image as an international leader in biotechnology.*

The Canadian presence at BioEurope was organized by the Department of Foreign Affairs and International Trade's (DFAIT) Science and Technology Division, the Canadian Embassy in Germany and Industry Canada. The conference brought together some 1200 participants from around the world—large enough to attract major international biotech, venture capital and pharmaceutical companies, yet small enough to organize effective partnering meetings.

The partnering event attracted more than 70 participants including 17 Canadian biotech and venture capital companies. With more than 64 one-on-one pre-arranged meetings, the two-hour event was a success. German companies ranging from small and medium-sized enterprises to multinationals such as Boehringer Ingelheim and Bayer were present.

At the Canadian pavilion at BioEurope 2003 were, from left: Sonja Basjmeleh, Canadian Embassy in Germany; Kathrine Howard and Hélène Forest, both of Industry Canada; and Henry Yau, DFAIT.

Positive feedback

"The partnering event with Canadian biotech companies was a fantastic idea and should be repeated on a regular basis," said Andrea Heyne, CEO of German biotechnology company Medimod GmbH. Canadian participants were also positive: Bill McGinnis, President and CEO of London-based **Diabetogen Biosciences**, thought the event was "very effective," and Bob Seeman, CEO of Toronto-based **Clera**, said the event was "very efficient and productive."

Also, the Canadian pavilion at the conference attracted a steady stream of visitors, many of whom inquired about Canadian biotechnology companies and how to find the right partners, and numerous German biotech participants expressed an interest in attending events to meet more Canadian partners.

For more information, contact Henry Yau, Senior Advisor, Technology Development, DFAIT, tel.: **(613) 995-6634**, e-mail: **henry.yau@dfait-maeci.gc.ca**, Dr. Steffen Preusser, Technology Officer, Canadian Embassy in Germany, tel: **(011-49-30) 20312-0**, fax: **(011-49-30) 20312-115**, e-mail: **steffen.preusser@dfait-maeci.gc.ca**, Web site: **www.canada.de**.

SAD sufferers in Norway

— *continued from page 1*

When Pederson arrived in Norway in mid-October, Erin Wilkinson of the International Trade Centre in Edmonton had arranged company visits to potential buyers, as well as a television interview and a short presentation at the Ambassador's residence. Pederson also signed a deal securing the initial test order with Vitus Apotek, Norway's largest pharmacy chain.

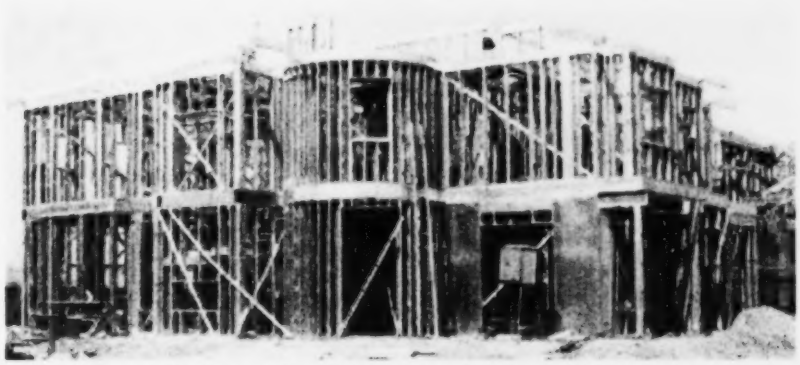
Pederson acknowledges the contributions and partnerships of the Program for Export Market Development, Western Diversification's International Trade Personnel Program and the National Research Council's Industrial Research Assistance Program. He is also working with the Federal Drug Administration in the U.S., and NASA is also evaluating the Litebook® for use by astronauts in the space shuttle program and on the international space station.

Pederson adds that continued support from the staff at the International Trade Centre and Canadian embassies is critical to the product's future in the global marketplace.

For more information, contact Rick Stephenson, Counsellor (Commercial) and Consul, Canadian Embassy in Norway, tel.: **(011-47-22) 99-53-30**, fax: **(011-47-22) 99-53-01**, e-mail: **rick.stephenson@dfait-maeci.gc.ca**, Web sites: **www.canada.no**, **www.canada-norway.com**, **www.canadaeuropa.gc.ca**, or **http://infoexport.gc.ca/no**.

Davey International Inc. builds in China

Housing companies looking to expand outside North America generally find China a very lucrative market. However, at the same time, a lack of infrastructure in China and a different way of doing business can be a barrier to success. ***Davey International Inc.****, with the help of Canada Mortgage and Housing Corporation (CMHC) and Canada's missions in China, has managed to firmly establish itself in this burgeoning, yet complex, market.*



Davey International's lightweight steel frame technology used in the construction of North American-style luxury homes north of Beijing

Davey, an Ontario-based manufacturer of pre-engineered metal building systems, recently signed a contract with Napa Valley Real Estate Development Co. of China to design and supply 50 homes. The project, occupying 700,000 square metres and situated 40 kilometres north of Beijing, features North American-style luxury homes ranging from 250 to 450 square metres. Phase I of the four-phase project consists of 120 homes to be completed by the end of 2003. The project will have some 1,000 homes upon its completion in spring of 2005.

The LSF system

A typical steel frame consists of wall studs, floor joists and roof trusses. The lightweight steel frame (LSF) system is a versatile and durable building product that offers a multitude of cost and structural advantages. The LSF system facilitates shorter building times, reduces loads on foundations and has high resistance to natural calamities such as fire, earthquakes and hurricanes.

At the same time, the system requires no treatment for termites or organic hazards and, because steel is a very stable material, the steel-framed walls remain straight regardless of contact with moisture. In addition, the LSF system eliminates the need for heavy construction equipment and is easy to assemble. Steel construction has environmental advantages as well; it is 100% recyclable and offers outstanding thermal and energy efficiency.

Davey's journey through China

Established in 1956, Davey has been a pioneer in providing Canadian pre-engineered metal building systems to the Chinese market. Over the past decade, Davey has completed projects across China in cities such as Beijing, Chongqing, Foshan, Nanjing, Shanghai, Tianjin and Wuhan.

Davey has received help from CMHC International in the Chinese market. In September 2002, CMHC helped Davey to secure a contract valued at $1.5 million to design, supply and build three high-end, single, two-storey LSF homes for Du Hu Real Estate Development Co. Ltd. Located in Shanghai, each of the homes is over 500 square metres and, due to the central location and high-end clientele, can rent for some $15,000 monthly.

Davey was also a member of CMHC's November 2002 China Mission, when Napa Valley Real Estate Development Co. made its first contact with Davey's Elaine Yu, Vice-President, International Marketing and Business Development, at CMHC's LSF presentation. Jorge Malisani, CMHC's Trade Consultant for China, notes that "an in-depth knowledge of Canadian industries, combined with a strong relationship with the top Chinese developers and good understanding of their needs, makes CMHC International the ideal partner to penetrate the Chinese market."

Albert Chan, Executive Vice-President at Davey, adds: "Our company is very excited about this project in Beijing. We truly appreciate the effort and support provided by CMHC International, the Canadian Consulate General in Shanghai and the Canadian Embassy in Beijing in making this project possible."

The increasing worldwide popularity of the LSF system is one of the reasons for Davey's success, not to mention its ability to build lasting business relationships. According to Napa Valley Real Estate Development Co., "We are a firm believer in the LSF system. All 1,000 homes will be built in steel framing."

For more information on Davey International Inc., go to **www.davey.com.cn**.

Chile's aquaculture boom yields environmental opportunities

With its 4000-kilometre stretch of coastline and abundant ocean resources, Chile has one of the largest aquaculture industries in the world. This sector has experienced extremely strong and steady growth for nearly two decades. However, the increasing number of aquaculture facilities in Chile is having a negative impact on the environment, as technologies have not yet been adapted to effectively treat aquaculture effluent and waste products. With Canada's world-renown expertise in environment equipment and services, Canadian companies are well-suited to capitalize on such opportunities.

Market overview

Chile's economy is among the most stable and dynamic in Latin America. From 1986 to 2002, the Chilean economy grew at an average annual rate of 6.3%—the highest in all of Latin America. With a GDP of $111.5 billion and 15 million people in 2002, Chile had Latin America's highest-ever GDP per capita: $6600.

In 1997, Chile and Canada signed a free trade agreement. As a result, Canadian companies are exempt from paying Chile's 8% duty rate. With the best credit rating in Latin America and low corruption rates, Chile is an ideal market for Canadian firms looking to invest in South America.

Opportunities

Canadian technological expertise in environmental equipment and services is highly regarded throughout the world. However, Canada is perceived to be a new player in the supply of environmental equipment and services for the Chilean aquaculture industry.

The top six environmental opportunities for Canadian companies in the aquaculture industry in Chile are: water circulation (water pumps and filters); commercial water tanks; wastewater treatment technologies; environmentally friendly paints and cleaning agents (for cages and tanks); energy-efficient generators and fuel cells; and consulting services for environmental impact assessment studies, planning and quality control.

Also, the Canadian Institute of Biotechnology and Industry Canada commissioned a study of the aquaculture and fisheries industry in Chile to identify key areas of concern in the industry, and to pinpoint areas where new technologies can be successfully applied. The report identified several major problem areas in the Chilean aquaculture sector where solutions are urgently needed, including: the introduction of new diagnostics, vaccines and antibacterial treatments to maintain fish health; advanced systems to treat and manage the waste and effluents produced during the aquaculture production and processing phases; new and alternative sources of raw feed materials, particularly pigmentation ingredients; new techniques to control fish and shellfish growth and sexual maturation; and new aquaculture equipment and management systems including polyculture techniques, cages and pens, water filtration and circulation systems, and software.

Chilean market preparation

A long-term commitment, a local presence and representation by a locally based agent are vital to a Canadian company's success in the Chilean market. Such factors have a direct influence on the ability to acquire customers in this highly competitive market. Canadian firms should consider bidding with the assistance of a local agent in order to ensure that all procurement procedures are followed. Low prices, well-established distribution networks and effective marketing are also critical success factors in this market.

The Government of Canada has several programs to help Canadian firms gain a competitive advantage in international markets. For instance, Export Development Canada offers export financing and insurance to Canadian exporters. Exporters may also find financial and other assistance through the Department of Foreign Affairs and International Trade's **Program for Export Market Development**.

For the complete sector profile, go to **www.infoexport.gc.ca**. For more information, contact Margot Edwards or Renée Plouffe, Trade Commissioners with the Canadian Embassy in Chile, tel.: **(011-56-2) 362-9660**, fax: **(011-56-2) 362-9664**, e-mail: **margot.edwards@dfait-maeci.gc.ca** or **renee.plouffe@dfait-maeci.gc.ca**, Web site: **www.santiago.gc.ca**.

Aqua Sur 2004

Puerto Montt, Chile — March 22-27, 2004 — Over 200 exhibiting companies will be present at **Aqua Sur 2004**, the most important aquaculture exhibition in the Southern Hemisphere.

For more information, contact Viviana Rios, tel.: **(011-56-2) 756-5400**, fax: **(011-56-2) 756-5450**, e-mail: **vrios@aqua.cl**, Web site: **www.aqua-sur.cl**.

Partnerships to attract foreign investment

The Department of Foreign Affairs and International Trade and Industry Canada will contribute almost $900,000 to regional and community economic development organizations to benefit municipalities and help them attract foreign investment to their regions.

Under the Program for Export Market Development - Investment (PEMD-I), the following municipalities and surrounding regions will receive contributions ranging from $57,250 to $250,000 to implement economic development projects: Saint John and Fredericton, New Brunswick; Quebec City, Quebec; Ottawa, Ontario; Moose Jaw, Saskatchewan; Leduc, Alberta; and municipalities on Vancouver Island, British Columbia.

PEMD-I was set up in 1998 to help Canadian communities better prepare themselves to receive investments and attract foreign investors. Funded by the Department of International Trade and managed by Investment Partnerships Canada, the Program supports non-profit organizations and public-private partnerships operating at a regional or municipal level. It funds up to 50% of costs tied to eligible activities aimed at attracting foreign investment.

For more information on PEMD-I, go to **www.dfait-maeci.gc.ca/pemd**.

Market research tools

— continued from page 1

As a trading nation, this strategic market intelligence is vital to Canada's exporting companies and trade professionals. That is why Team Canada Inc (TCI)—Canada's most comprehensive source of export information—has undertaken to make this resource available in Canada through a partnership with the International Trade Centre, an agency of the United Nations Conference on Trade and Development (UNCTAD) and the World Trade Organization (WTO). To register with TradeMap Canada, go to **www.exportsource.ca/trademap_e.cfm**.

By presenting data from either a product or country perspective, TradeMap provides answers that help gauge the effectiveness of national and sectoral trade performance and identifies priority products and markets for trade development.

A Canadian firm, for example, can examine the importing markets for its product, including the rate of import growth in each market, the average price paid by each country, and the tariffs and regulations that apply.

The information contained in TradeMap is based on the world's largest database of trade statistics, COMTRADE, maintained by the United Nations Statistics Division. COMTRADE covers more than 90% of world trade.

The International Trade Centre UNCTAD/WTO has also developed country profiles that benchmark national and sectoral trade performance and competitiveness. **For more information**, go to the agency's Web site at **www.intracen.org**, or contact Louis Doyle, tel.: **(613) 954-2390**, e-mail: **doyle.louis@exportsource.ca**.

Presentation tips for exporters

Planning to pitch your product or service abroad? The following presentation tips will help you effectively communicate your ideas to a foreign audience:

- Learn about the local history, culture and business environment prior to creating your presentation;
- Obtain information about the audience in advance and create your presentation based on who will be attending;
- Rehearse and record your presentation using visual media in order to critique and improve your delivery;
- Seek assistance and feedback from individuals who have experience with the culture and communication styles of your target audience;
- Arrive early on the day of your presentation and introduce yourself to audience members;
- Review your objectives to ensure they are appropriate for the audience;
- Analyse your presentation from the audience's perspective and focus on the benefits (i.e. what is in it for them?); and
- Be prepared to state your presentation's main theme or message in a single, clear and concise sentence.

This information is drawn from the Team Canada Inc guide *Speaking Globally: A Guide to Effective International Presentations*, which is available on-line at **www.exportsource.ca/presentations**.

For more information on exporting your products or services, call the toll-free Export Information Service at **1 888 811-1119** or go to **www.exportsource.ca**.

Trade events calendar

AEROSPACE & DEFENCE

Atlanta, Georgia — April 20-22, 2004 — **MRO 2004** is the trade show and exhibition for the maintenance, repair and overhaul (MRO) industry, and the Canadian pavilion is an ideal place to market Canadian MRO services to the international community. **For more information**, contact Sheryl Crowhurst, Economist, Industry Canada, tel.: **(613) 957-8775**, fax: **(613) 952-8088**, e-mail: **crowhurst.sheryl@ic.gc.ca**.

AGRICULTURE

Theobal, Argentina — March 3-6, 2004 — **EXPOCHACRA** is a regional fair focusing on agricultural machinery. **For more information**, contact Josefina Moresco, Expochacra, tel.: **(011-54-11) 4328-5886**, ext. **115**, e-mail: **jmoresco@expochacra.com**, Web site: **www.expochacra.com**, or contact Mario Gariépy, Canadian Embassy in Buenos Aires, e-mail: **mario.gariepy@dfait-maeci.gc.ca**.

BUILDING PRODUCTS

Birmingham, United Kingdom — April 25-29, 2004 — **Interbuild 2004** is the world's largest exhibition for the building and construction industry. **For more information**, contact Derek Complin, UNILINK, tel.: **(613) 549-0404**, fax: **(613) 549-2528**, e-mail: **dc@unilinkfairs.com**, Web site: **www.unilinkfairs.com/cp/interbuild04**.

Jakarta, Indonesia — April 21-24, 2004 — **Woodworking and Forestry Indonesia**, a woodworking machinery, timber processing and forestry exhibition, and **Pulp and Paper Indonesia**, a pulp and paper products, machinery, equipment and supplies fair, will be held concurrently. **For more information**, contact Immanuel Hasada Purba, Commercial Officer, Canadian Embassy in Indonesia, tel.: **(011-62-021) 2550-7800**, fax: **(011-62-021) 2550-7812**, e-mail: **immanuel-hasada.purba@dfait-maeci.gc.ca**, Web site: **www.pamerindo.com/2004/wwf04exh.htm**.

CONSUMER PRODUCTS

Hanoi, Vietnam — April 20-22, 2004 — Be part of the **2004 Vietnam Textile and Garment Industry Expo**. **For more information**, contact the Canadian Embassy in Vietnam, tel.: **(011-84-4) 734-5000**, fax: **(011-84-4) 734-5049**, e-mail: **hanoi-td@dfait-maeci.gc.ca**, Web site: **www.cpexhibition.com**.

ICT

Hannover, Germany — March 18-24, 2004 — **CeBIT Hannover 2004**, which attracted over 550,000 visitors in 2003, is the world's leading event for information technology, telecommunications, software and services. **For more information**, contact Cliff Singleton, Commercial Officer, Canadian Consulate in Munich, tel.: **(011-49-89) 2199-5717**, fax: **(011-49-89) 2199-5757**, e-mail: **cliff.singleton@dfait-maeci.gc.ca**.

OIL & GAS

Abuja, Nigeria — March 17-19, 2004 — **Offshore West Africa 2004**, focussed on offshore production around the Gulf of Guinea, brings together decision makers from one of the world's fastest growing petroleum producing regions. **For more information**, contact Brennen Young, Trade Commissioner, DFAIT, tel.: **(613) 944-6575**, fax: **(613) 944-7437**, e-mail: **brennen.young@dfait-maeci.gc.ca**, Web site: **owa04.events.pennnet.com**.

Damascus, Syria — April 5-8, 2004 — The Canadian Embassy in Damascus will sponsor a Canadian pavilion at **SyrOil**, a key exhibition for petroleum industry decision makers in the region. **For more information**, contact Tracy Reynolds, Counsellor (Commercial), Canadian Embassy in Damascus: e-mail: **tracy.reynolds@dfait-maeci.gc.ca**, Web site: **www.syroil.com**.

PLASTICS

Buenos Aires, Argentina — March 22-26, 2004 — **Argenplas 2004**, which will feature a Canadian pavilion, is a major international plastics exhibition and serves as a gateway to the South American market. **For more information**, contact Dennis Shanley, Senior Industry Officer, Industry Canada, tel.: **(613) 954-3247**, fax: **(613) 952-8988**, e-mail: **shanley.dennis@ic.gc.ca**, Web site: **www.argenplas.com.ar/index.htm**.

Enquiries Service

DFAIT's Enquiries Service provides counselling, publications and referral services to Canadian exporters. Trade-related information can be obtained by calling **1-800-267-8376** (Ottawa region: **(613) 944-4000**) or by fax at **(613) 996-9709**; by calling the Enquiries Service FaxLink (from a fax machine) at **(613) 944-4500**; or by accessing the DFAIT Web site at **www.dfait-maeci.gc.ca**.

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